

## Message Text

LIMITED OFFICIAL USE

PAGE 01 NAPLES 00712 031113Z

11

ACTION XMB-07

INFO OCT-01 EUR-25 ADP-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 RSR-01 /100 W

----- 128870

P R 030716Z AUG 73

FM AMCONSUL NAPLES

TO SECSTATE WASHDC 3570

INFO AMEMBASSY ROME

LIMITED OFFICIAL USE NAPLES 712

E.O. 11652: N/A

TAGS: EFIN, IT

SUBJECT: COMPRESSO OSSIGENO ACETILENE NAPOLI (C.O.A.N.), S.P.A.

LIQUID OXYGEN-NITROGEN-ARGON PLANT

REF:STATE140597

1. EMBASSY AND COGEN NAPLES FORSEE NO OBJECTION TO PROPOSAL.
2. CON GEN COMMERCIAL OFFICER AND SPECIALIST VISITED C.O.A.N. AUGUST 2 TO DISCUSS PROPOSED PROJECT FOR NEW 50,000 SQUARE METER PLANT WITH FIRM'S MANAGING DIRECTOR, TECHNICAL DIRECTOR AND LAWYER. REGARDING FOREIGN COMPETITION FOR PROJECT, MANAGEMENT

PAGE TWO RUFTBLA0394 C O N F I D E N T I A L

STATED THAT GERMANS NOT PRICE COMPETITIVE AND THAT JAPANESE, ALTHOUGH INTERSTED, HAD NOT SHOWN WILLINGNESS MATCH FINANCIAL TERMS OF EXIMBANK. MANAGEMENT INDICATED THAT C.O.A.N. WISHES MOVE FORWARD RAPIDLY WITH PROJECT, THAT AT THIS STAGE FIRM FAVORS PURCHASE FROM US, AND THAT PROMPT RESPONSE FROM US SUPPLIER, SATISFACTORY IN OTHER ASPECTS, LIKELY TO BE ACCEPTED.

3. C.O.A.N. ESTABLISHED IN 1959, IS CAPITALIZED AT 100 MILLION LIRA, AND OPERATES IN FAVORABLE AND EXPANDING MARKET. BANK SOURCES REPORT THAT FIRM IS WELL ADMINISTERED, PROCEEDS CORRECTLY,
- LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 NAPLES 00712 031113Z

POSSESSES ADQUATE FINANCIAL MEANS AND ENJOYS A GOOD REPUTATION

LOCALLY. MANAGING DIRECTOR, GIOVANNI D'ORSI, HEADS LOCAL  
CHRISTIAN DEMOCRAT SECTION IS REPORTEDLY WELL CONNECTED  
POLITICALLY.

HOROWITZ

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 AUG 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973NAPLES00712  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** NAPLES  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19730859/aaaabrmb.tel  
**Line Count:** 65  
**Locator:** TEXT ON-LINE  
**Office:** ACTION XMB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 73 TATE140597  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 18 SEP 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <18-Sep-2001 by elyme>; APPROVED <26-Nov-2001 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMPRESSO OSSIGENO ACETILENE NAPOLI (C.O.A.N.), S.P.A. LIQUID OXYGEN-NITROGEN-ARGON PLANT  
**TAGS:** EFIN, IT  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005